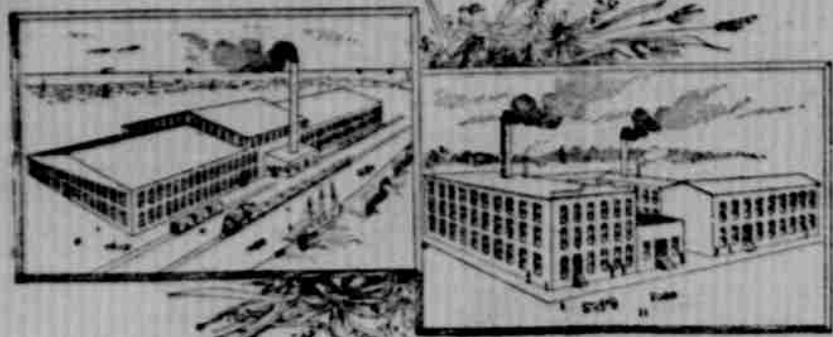


loads of it might quickly be shoveled inside. The plant is a model structure, 100x200 feet on the ground, which, with its equipment of machinery, represents an outlay of \$40,000. It is the only plant of the kind in Michigan, and one of the most complete in America. Its stock rooms contain \$15,000 worth of plate glass. The delicate and difficult process of "chipping" glass, an art which imparts to glass surfaces that brilliancy and frost-like quality now so popular in office furnishings, paneling, etc., is done at this plant. The value of the annual product of such plant is \$250,000. The capital stock of each \$50,000. Each employs



AMERICAN MIRROR AND GLASS BEVELING CO.

100 hands when running at full capacity. The factories supply the district from Grand Rapids and the east and west. The Cincinnati furniture manufacturers are supplied by these factories.

The resident member of the firm is R. K. Stallings, secretary and treasurer. Grand Haven Furniture Company.

The above named firm is a corporation organized under the laws of the state, having a capital stock of \$50,000.



It confines its product to special lines of medium priced goods, chiefly bedroom suites. Upon these it has built up a large trade throughout the east, south, west and middle states. The particular advantages enjoyed by the firm in the way of abundant raw material at hand and low freight rates by water and rail, have combined to enable it to outstrip its competitors in the race for patronage. The plant is one of the finest in the west. It is equipped with new and improved machinery, and all accessories which insure economy and safety to employees. The pay roll of the firm is \$1,500 per month.

The officers of the firm are: President, Sherman H. Boice; vice president, John D. Dunsen; secretary, Charles Christman; treasurer, G. Vandenberg; G. Hazenberg is superintendent of the factory, and Peter Peltorenan of the cabinet department.

Celery and Floriculture.

The rise and development of the Grand Haven celery and flower industry, now one of the city's chief industries, is due entirely to the enterprise and efforts of George Hancock. He has not only succeeded in firmly establishing one of the greatest industries of the west, but has also succeeded in establishing the fact in commercial circles that Grand Haven celery is the finest in America. Mr. Hancock founded this splendid industry fifteen years ago, and today \$100,000 worth of celery is annually shipped from the Grand Haven docks. The greater portion of the celery grown in the Grand Haven variety of celery. The variety of hands are employed in growing and planting this succulent herb for the summer market. Mr. Hancock has immense storage capacity for housing the crop for winter shipment. The product of soil is recognized in all the great trade centers as possessing a flavor and smoothness of stalk superior to the product of all other places. A feature of special importance, and one which is of interest to the consumer, is the shipping facilities enjoyed by Mr. Hancock. Through his efforts the rates have gradually been reduced until at the present time Kalamazoo and Chicago rates by express are enjoyed by himself. The rate from Grand Haven to Chicago by water is only 25 cents per 100 pounds, and to eastern, southern and western points the Chicago rate prevails. To Milwaukee, upper lake and northwestern points the rates from Grand Haven. Celery may be gathered from the trenches in the evening, placed upon the docks, only



HANCOCK'S CELERY AND FLORICULTURE PLANT.

ten minutes distant, and the next morning it is upon the retail market of Chicago, Milwaukee and all contiguous points.

Celery lands are worth from \$50 to \$200 per acre. Connected with the great celery growing industry of Mr. Hancock is another industry which has grown to immense proportions through the sagacity and enterprise of the son James L. Hancock. The latter consists of the growth and dissemination of carnations for the wholesale trade. Mr. Hancock is a member of the executive committee of the American

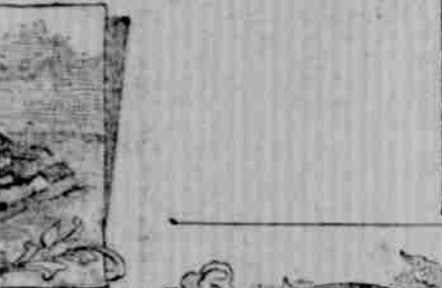
Carnation society and a disseminator of national reputation. He maintains thirteen immense greenhouses, raises hundreds of varieties of carnations, and cuts 75,000 blooms per month. Among many standard varieties which are raised are the Puritan, White Dove and Silver Spray, in white; Nancy Hanks Daybreak, Aurora and Ben Hur, in pink; Golden Triumph, Goldengate and Buttercup, in yellow; Hector, Paris and Fred Bonner, in scarlet; Ford and Mangold, in blue; and Anna Webb and Crimson Coronet, in crimson.



Among many new and unique varieties which will be brought out in the season of 1894 are Edna Craig, Grace

Battles, William Scott, Madame Albion, Puritan, Richmond, Mrs. Reynolds, Wabash and a blossom.

Mr. Hancock maintains 150,000 stock plants. He is known as a specialist in his line in every market in America, and his flowers are favorites in them all. He enjoys unusual facilities for the growth and dissemination of carnations, and has brought out many varieties from his own propagation. He expects soon to greatly increase the capacity of his institution.



Grand Haven Furniture Company Manufacturers of Furniture.

With these two immense industries the Hancock's maintain an immense tomato canning plant. The product of fifty acres is used and 65,000 3-pound cans are marketed annually.

The all-important route to the comfort and convenience of the traveling public—a well appointed hotel—is supplied to the sojourner at Grand Haven in the New Cutler. Three years ago a palatial five-story hotel, one of the finest caravansaries in the west, outside of the large cities, was destroyed by fire, in a conflagration which swept over the city. With the destruction of that superb structure the fond pride of the city was sorely hurt, and many were the fears expressed that its ruins would never again arise within her gates. But time has proven the futility of these fears. Today the New Cutler arises from the ashes of the old, upon the foundations of its predecessor. The new building is not so elaborate as the old, nor does it show the lavish expenditure

world's fair. It weighs but eleven and three-quarters pounds, yet he, weighing 170 pounds, recently rode the bicycle over ten miles of road in the vicinity of Boston without so much as straining the machine or starting a spoke.

The empress of Germany is a different matter to wear a gown more than once. A reputable witness who was admitted not long ago to the family circle of German royalty says that the

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secretary—wholesale steel, iron, nails, light and heavy hardware, tools, stoves, furnaces, etc.—importers of tin and tin plate and manufacturers of tin, copper and sheet-iron ware—Nos. 5 and 7 South Union and 49 and 51 Monroe streets.

The city of Grand Rapids has reason to feel proud of the Gunn Hardware company, the history of which is almost identical with her own during nearly forty years of development. William S. Gunn, now the oldest active merchant here, a practical mechanic and inventor, patentee of the famous Michigan ax, established himself as a hardware dealer on a small scale in 1854. He found himself, in the spring of 1885, at the head of the principal hardware house in this part of the state with a flourishing trade throughout all the western and northern counties. April 12 of that year the Gunn Hardware company, capital stock \$100,000, was organized and incorporated with the above-named officers. In addition to the original capital the company now has an accumulated surplus of \$40,000.

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This company is prepared to supply the trade and large consumers with every description of light and heavy hardware, tools, cutlery, tin, copper and sheet iron ware, steel, iron nails, etc., in quantities to suit and in any desired grade, at prices as low as any responsible house can afford. They give a well equipped factory and employ a large force of men in the manufacture of tin and sheet metal goods, and being direct importers of tin plate from Wales, have superior advantages in the matter of material that enable them to quote extremely low prices. They are also agents for "Garland" stoves and furnaces, Fuller & Warren furnaces and the celebrated Duxton saws, all of which they handle on manufacturers' terms and ship at shortest notice. They sell their goods to all parts of this state and northern Ohio and Indiana.

Their retail branch, Nos. 49 and 51 Monroe street, requires for its accommodation an entire four-story building 45x100 feet, with a splendid salesroom on the ground floor. It is hardly necessary to say that it is well patronized by housekeepers resident of the city and surrounding country.

Van Der Veen & Witman. Dealers in house furnishing goods, hardware, stoves, ranges and furnaces, soles, etc.—Plumbers, gas fitters and drain layers—Manufacturers of sheet iron, galvanized iron, copper and tin work—No. 116 Monroe street.

The house of Van der Veen & Witman, established eleven years ago, is unique in that it combines in one, several callings ordinarily conducted separately, and does it successfully, carrying a stock of goods and materials worth from \$20,000 to \$25,000, employing about twenty men in the various departments, and transacting a prosperous business. Mr. Van der Veen came here from Holland, Mich., where his father was engaged in a similar business for the past forty years, and Mr. Witman is an old resident of the city. Both are skilled practical mechanics, industrious, upright and enterprising. Their place of business, No. 116 Monroe street, occupies commodious 24x112 feet, with shop in basement. Here they exhibit a large and varied assortment of house furnishing goods, heavy and light hardware, "Gold Coin" and "Jewett" stoves and ranges, "Quick Meal" gasoline stoves, hot air furnaces, tin, sheet iron, galvanized iron and copper goods, and also, a complete assortment of

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Alfred J. Brown, Seedman—Grower and Importer of Seeds—General Warehouse and Office, Nos. 24 and 26 North Division street.

The business of supplying agriculturists, gardeners and others with seeds grows in volume each season, and presents a fine opportunity for enterprise of the right kind. Among the latest to engage in it is Alfred J. Brown, the city, who controls large propagating farms and nurseries in Grand Traverse, Antrim and Charlevoix counties, with a spacious warehouse at Elk Rapids. He also grows large quantities of peas and beans, having under control from 700 to 1,000 acres of valuable land in this vicinity. His headquarters and principal warehouse are at Nos. 24 and 26 North Division street, occupying the 4x128 foot five-story brick building at that location. In addition to raising immense quantities of field grass, vegetable, fruit and flower seeds, Mr. Brown imports largely from Europe, and is prepared to fill orders at short notice for anything in his line. He has about \$20,000 invested, and handles from \$80,000 to \$100,000 worth of seeds of all kinds annually, buying from and shipping to all parts of the United States and Canada, and doing an exclusively wholesale business.

Mr. Brown began in a small way in 1885, and has prospered steadily from the start; giving his undivided personal attention to his calling and the wants of the trade. His methods are upright and straightforward, and he merits the success and confidence that have rewarded his labors.

Rindge, Kalmbach & Co., Manufacturers of and wholesale dealers in boots and shoes, Nos. 12, 14 and 16 Pearl street.

Founded in 1864 by Whitley & Rindge, this is a pioneer house in its line, one of the most extensive, most widely known and most reputable in the state. Beginning in a modest way, the concern has gradually built up an extraordinary large business, earning its claims to consideration and patronage upon merit alone, and at this time commands the confidence of the trade throughout Michigan and adjacent portions of Ohio, Indiana and Wisconsin. They ship to buyers upon terms that cannot fail to attract, while consumers express unvarying approval.

The premises, situated at Nos. 12, 14 and 16 Pearl street, comprise the whole of a substantial four-story and basement brick building, 56 feet front by 100 feet deep, with show and salesrooms on the main floor, storage in the basement, and a well-equipped factory occupying the three upper stories, provided with the latest improved machinery adapted to requirements, a 50 horse-power gas engine, and all conveniences. About 100 hands are employed here, and the output is correspondingly large. From ten to twelve clerks and salesmen are kept busy in the show and salesrooms, several wide-awake men representing the firm on the road.

This is the retail branch of the above named establishment, conducted by the same enterprising men—Lester J. Rindge, Frederick Kregel, John G. Kalmbach and W. L. Loge. The store, situated at Nos. 12, 14 and 16 Pearl street, occupies the ground floor, 25x100 feet, is splendidly stocked with choice footwear in all grades and styles from their own and the most noted eastern and western factories, and gives employment to a number of skillful, courteous and popular salespeople, male and female. Consumers find here every inducement in the way of superior goods at moderate prices, and the result is a large and fast-growing patronage.

It was here that the founders of the house—at the head of which Mr. Rindge has stood during the twenty-eight years of its existence—originally started in business. The wholesale department was removed to the present location in 1877, and two years later the factory was also fitted up at the same place. Personally the members of the firm are recognized leaders in business circles.

Herold-Bertsch Shoe Co. C. Bertsch, president; A. Herold, vice president; George L. Medes, secretary; A. C. Wetzel, treasurer—Wholesale jobbers of boots and shoes—Nos. 5 and 7 Pearl street.

The Herold-Bertsch Shoe company was organized at the first of October of the present year. The officers are named above, and with Messrs. R. W. Bertsch and Fred E. Walther, compose the board of directors. President C. Bertsch was for twenty years a member of the firm of Rindge, Bertsch & Co. Vice President Herold retired from the same firm and started in business for himself on Monroe street nine years ago; he represents the new house on the road, and is a former partner in the Bay City eight years ago; he also is on the road. Secretary Medes is from the northeastern part of the state and was formerly with the Chicago Lumber company. Director R. W. Bertsch was for ten or twelve years, and Director Fred E. Walther for nine years with Rindge, Bertsch & Co.; both travel now for the new company, which is rapidly covering all the best territory contiguous to Grand Rapids. The Herold-Bertsch Shoe company has not yet got its factory under way, but has fitted up and now occupies the first and fourth floors and basement, 60x150 feet, of the handsome four-story brick building Nos. 5 and 7 Pearl street, where buyers are invited to inspect a comprehensive stock of fine and medium footwear, in all desirable styles, nearly all made expressly for this company's trade and bearing its imprint. They handle every description of boots, shoes and slippers, and make leading specialties of men's grain boots and shoes, lumbermen's and loggers' footwear, felt boots, and socks, slippers, etc. They are also agents for the Wales, Goodyear and Woonsocket rubber shoes.

The Herold-Bertsch Shoe company already has a flourishing trade in Michigan, Indiana and Ohio, and is surely and steadily extending its connections.

Geo. H. Reeder & Co., Jobbers of boots, shoes and rubbers, Nos. 138 and 140 East Fulton street, Hotel Warwick building, near South Division street.

The above named firm, composed of Messrs. Geo. H. J. P. and M. Reeder, was established four years ago, in 1889, and now cover, territorially all of Michigan, northern Indiana and a large part of Wisconsin, four or five competent and popular travelers being constantly employed on the road and a full force of clerks and assistants at the store. The latter comprise one commodious floor, 25x100 feet, with basement at Nos. 138 and 140 East Fulton street, near South Division

building lighted by gas and electricity, steam heat, and is provided with hot and cold water. The office, dining-room and lower halls are finished in yellow pine; the stair-ways, offices and desks in hand carved quarter sawed oak and the ceilings in hand wrought iron. The lower floor contains the office, parlor dining-hall and accessories. The former is an ample apartment, unique in form, ideal in arrangement and furniture and having a cozy and home-like air which greets the tired traveler seeking rest. An elegant fireplace adorns one side, the telegraph office another, the general hotel office another and the reading and writing room on their portion of the room. The office is forty-two feet square.

Leading from the office to the dining-room, 60x10 feet in size, one passes a superbly furnished parlor on the left. This is a delightful apartment, rich in antique furniture, adorned with costly pictures, pianos and rare bric-a-brac. The carpets and draperies are harmonious with the general setting of the apartment. The dining hall is the perfect ideal of the epicure. The apartment abounds in a flood of mellow light, is finished in restful shades of chocolate and brown, harmonizing with the natural wood finish. The tables, capable of seating 200 guests, are, with the antique dining chairs, of massive carved oak. The tables are laden with snowy linen and the sideboards are resplendent in silver and bric-a-brac. The cuisine of the establishment furnishes an epicurean apothecosis.

To the use of the hotel are six-sixty in number, single and en suite. They are furnished in solid oak furniture throughout, elegantly carpeted and ornamented. The building occupies a central position in the city, equidistant from the two railway depots, the parks and docks. Its proprietors, the Messrs. Andrea, are young and progressive landlords, who understand their business and are willing to attend to it. They fully appreciate the needs of the traveling public and they are determined to meet them. Both are progressive and liberal business men and both enjoy wide popularity in the commercial public.

During the heated term Grand Haven is one of the best known and most healthily patronized summer resorts in the north. Thousands of strangers

The Ball-Barnhart-Putnam Co. Wholesale Grocers.

Enos Putnam, president; O. A. Ball, treasurer; Fred H. Ball, secretary. Corner Union and Louis streets.

One of the foremost factors in the failure of men is the predominating disposition to look out for today, regardless of tomorrow; and one of the simplest rules adopted by men who come to lead their fellow-men is that which holds in view, not only today and tomorrow, but also the day after. It is this rule applied with force and supplemented with sterling integrity and intensified energy, that has comparatively, in a few years, advanced the house of Ball, Barnhart & Putnam to the front rank of prosperity, and assured them of a future even more satisfactory than the past.

More than a quarter of a century ago, in the year 1866, D. D. Cody founded the concern of which we write, and which at this time is one of the most extensive and enterprising wholesale houses in Michigan. The style of the firm has later changed to Cody, Lyon, then to Cody, Ball & Co., and finally, in 1889, the present company was incorporated with \$85,000 capital stock. The growth of trade has from time to time necessitated relocations to larger premises and better facilities, until today the house occupies the entire brick building, 50x150 feet, at the northwest corner of South Union and Louis streets. Here are shown in enormous stock and infinite variety every commodity handled by the grocery trade.

Some idea of the volume of the company's transactions may be drawn from the fact that seven traveling salesmen are regularly employed in Western and northern Michigan; two express clerks, one telegrapher and porter are required in the offices and salesrooms, and five two-horse trucks are kept busy carrying goods to and from between the store and the different depots. This company's sales, respectively for the years 1891, 1892 and 1893, were about the same—\$1,000,000 for each year. Such a volume of trade as this can result only from closest attention to business, approved methods in all departments and proper treatment of customers, combined with integrity and unquestioned integrity. All the officers of the company are well known to the business community of the city and state, and it is not too much to say that they occupy a position of the highest order, socially and otherwise.

M. E. Christenson.

Wholesale baker Manufacturer of crackers, biscuits and sweet goods—Nos. 22 and 24 Third street.

The wheat-growing region of Michigan ranks with the most fertile and productive in the world. Grand Rapids is a famous milling center, the flour made here being of the best. It is not, therefore, surprising that the baking industry is in a flourishing condition. One of its most prominent representatives in Grand Rapids is the establishment of M. E. Christenson, at Nos. 22 and 24 Third street, started by H. Eaton and J. C. Christenson in November, 1867. They controlled it for nearly twenty years, when it became involved, and was purchased by Mrs. Eaton and M. E. Christenson, and in the spring of 1887 M. E. Christenson bought out Mrs. Eaton's interest and assumed entire control, with J. C. Christenson, the founder of the business, as general manager. The premises now occupy a five-story frame building 50 feet front by 75 feet deep, with a capacity one-story brick addition in the rear, where are located the ovens and a twenty-five horse power steam engine and boiler. The office is on the ground floor, front. Some of the hands are employed, the equipment is a first-class, and the capacity from 100 to 125 barrels of superior crackers daily, in addition to large quantities of biscuits and sweet goods. About 3,000 barrels of the very best flour are used per year, and the excellence of the product is attested by the demand, which is constantly in advance of the facilities, and has reached, under Mr. Christenson's skillful knowledge of the business, a record of \$100,000 annually. It is shipped to all points in central, western and northern Michigan, besides supplying a large share of the local demand. Mr. Christenson came to Grand Rapids at the close of the war, through which he served, has been continuously engaged in the business ever since, and his experience inspires satisfaction to all his customers.

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Mr. Brown began in a small way in 1885, and has prospered steadily from the start; giving his undivided personal attention to his calling and the wants of the trade. His methods are upright and straightforward, and he merits the success and confidence that have rewarded his labors.

Rindge, Kalmbach & Co., Manufacturers of and wholesale dealers in boots and shoes, Nos. 12, 14 and 16 Pearl street.

Founded in 1864 by Whitley & Rindge, this is a pioneer house in its line, one of the most extensive, most widely known and most reputable in the state. Beginning in a modest way, the concern has gradually built up an extraordinary large business, earning its claims to consideration and patronage upon merit alone, and at this time commands the confidence of the trade throughout Michigan and adjacent portions of Ohio, Indiana and Wisconsin. They ship to buyers upon terms that cannot fail to attract, while consumers express unvarying approval.

The premises, situated at Nos. 12, 14 and 16 Pearl street, comprise the whole of a substantial four-story and basement brick building, 56 feet front by 100 feet deep, with show and salesrooms on the main floor, storage in the basement, and a well-equipped factory occupying the three upper stories, provided with the latest improved machinery adapted to requirements, a 50 horse-power gas engine, and all conveniences. About 100 hands are employed here, and the output is correspondingly large. From ten to twelve clerks and salesmen are kept busy in the show and salesrooms, several wide-awake men representing the firm on the road.

This is the retail branch of the above named establishment, conducted by the same enterprising men—Lester J. Rindge, Frederick Kregel, John G. Kalmbach and W. L. Loge. The store, situated at Nos. 12, 14 and 16 Pearl street, occupies the ground floor, 25x100 feet, is splendidly stocked with choice footwear in all grades and styles from their own and the most noted eastern and western factories, and gives employment to a number of skillful, courteous and popular salespeople, male and female. Consumers find here every inducement in the way of superior goods at moderate prices, and the result is a large and fast-growing patronage.

It was here that the founders of the house—at the head of which Mr. Rindge has stood during the twenty-eight years of its existence—originally started in business. The wholesale department was removed to the present location in 1877, and two years later the factory was also fitted up at the same place. Personally the members of the firm are recognized leaders in business circles.

Herold-Bertsch Shoe Co. C. Bertsch, president; A. Herold, vice president; George L. Medes, secretary; A. C. Wetzel, treasurer—Wholesale jobbers of boots and shoes—Nos. 5 and 7 Pearl street.

The Herold-Bertsch Shoe company was organized at the first of October of the present year. The officers are named above, and with Messrs. R. W. Bertsch and Fred E. Walther, compose the board of directors. President C. Bertsch was for twenty years a member of the firm of Rindge, Bertsch & Co. Vice President Herold retired from the same firm and started in business for himself on Monroe street nine years ago; he represents the new house on the road, and is a former partner in the Bay City eight years ago; he also is on the road. Secretary Medes is from the northeastern part of the state and was formerly with the Chicago Lumber company. Director R. W. Bertsch was for ten or twelve years, and Director Fred E. Walther for nine years with Rindge, Bertsch & Co.; both travel now for the new company, which is rapidly covering all the best territory contiguous to Grand Rapids. The Herold-Bertsch Shoe company has not